

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 DOTE-00 INR-07

NSAE-00 RSC-01 FAA-00 SSO-00 NSCE-00 SAJ-01 OMB-01

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FM AMEMBASSY BUCHAREST

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AMEMBASSY LONDON

LIMITED OFFICIAL USE BUCHAREST 5901

E.O. 11652: N/A

TAGS: ETRD, EAIR, RO

SUBJECT: CIVAIR-SALE OF MEDIUM RANGE JETS TO ROMANIA

1. BRITISH EMBASSY INFORMED US THIS MORNING THAT GOR HAS DECIDED TO PURCHASE MEDIUM RANGE JETS FROM BRITISH AIRCRAFT CORPORATION. U.S. COMPANIES BOEING AND MC DONNELL-DOUGLAS WERE ALSO IN COMPETITION. BRITISH COUNSELOR DORMAN TOLD DCM THAT GOR AND BAC REPRESENTATIVES YESTERDAY INITIALED "FRAME CONTRACT," WHICH PROVIDES FOR SALE OF FIVE BAC-111'S (MODEL 500), INTERIM USE BY TAROM OF THREE USED BAC-111'S TO BOLSTER EXISTING FLEET OF SEVEN BAC-111'S, AND MANUFACTURE OF AIRCRAFT COMPONENTS FOR BAC IN ROMANIA ON LONG-TERM BASIS. DORMAN SAID SEVERAL ANCILLARY CONTRACTS REMAIN TO BE WORKED OUT AND BAC DOES NOT RPT NOT WISH TO PUBLICIZE CONTRACT UNTIL ALL QUESTIONS RESOLVED, BUT HE EXPRESSED CONFIDENCE THAT YESTERDAY'S GOR ACTION REPRESENTS DEFINITE COMMITMENT TO BAC.

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2. IN ATTEMPT TO OBTAIN CONFIRMATION FROM GOR SIDE, DCM

TELEPHONED PRESIDENTIAL ECONOMIC COUNSELOR PUNGAN, WHO HAD JUST RETURNED FROM OUT-OF-COUNTRY TRIP. PUNGAN CLAIMED HE HAD NO KNOWLEDGE OF MATTER. DCM SUBSEQUENTLY REACHED DEPFORNTTRADE MINISTER STANCIU (PATAN AND NICOLAE HAVING STARTED NEW YEAR'S CELEBRATION EARLY) WHO CONFIRMED ONLY THAT "CONVENTION" BETWEEN GOR AND BAC HAD BEEN SIGNED. SAID IT DID NOT REPRESENT "COMMITMENT" TO BUY AIRCRAFT BUT RATHER "INTENTION". WHEN PRESSED FOR FURTHER DETAILS STANCIU SAID HE UNINFORMED AND VOLUNTEERED TO ENSURE THAT EMBASSY FULLY BRIEFED ON JAN 3 FOLLOWING END OF ROMANIAN HOLIDAYS. ALL ATTEMPTS TO CONTACT OTHER KNOWLEDGEABLE ROMANIAN FOREIGN TRADE OR AVIATION OFFICIALS WERE UNSUCCESSFUL BECAUSE OF HOLIDAY CLOSING OF OFFICES. EMBASSY HAS INFORMED BOEING AND DOUGLAS REPRESENTATIVES IN MUNICH AND GENEVA BY TELEPHONE, POINTING OUT THAT GOR CONFIRMATION NOT YET AVAILABLE.

3. COMMENT: ONE STICKING POINT IN GOR-BAC NEGOTIATIONS MAY CONCERN ROMANIAN REQUEST THAT, AS PART OF AIRCRAFT PURCHASE PACKAGE, BRITAIN RAISE ROMANIAN TEXTILE IMPORT QUOTA, A REQUEST WHICH BRITAIN HAD PREVIOUSLY DENIED AND WAS INCLINED TO DENY AGAIN, ACCORDING TO BRITISH EMBASSY. WE WULD NOT EXPECT ROMANIAN INSISTENCE ON RAISING OF QUOTA TO BE SO ADAMANT AS TO JEOPARDIZE AIRCRAFT CONTRACT, HOWEVER.
BARNES

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